

Message Text

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PAGE 01 JAKART 03015 111026Z

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ACTION EB-11

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FM AMEMBASSY JAKARTA

TO SECSTATE WASHDC 1223

INFO AMCONSUL MEDAN

AMCONSUL SURABAYA

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EO 11652: N/A

TAGS: ENRG ETRD ID

SUBJ: TRADE AND INVESTMENT OPPORTUNITIES ARISING
FROM ENERGY SITUATION

REF: STATE 040537

1. IN ENERGY AND RESOURCE-RICH COUNTRIES SUCH AS
INDONESIA, OPPORTUNITIES FOR RESOURCE EXPLOITATION PROJECTS
TO SUPPLY EXPORTERS TO SUPPLY MATERIALS AND EQUIPMENT FOR
PROJECT IMPLEMENTATION. BECAUSE SUPPLY SOURCE DECISIONS
IN PROJECTS UNDERTAKEN BY JAPANESE AND EUROPEAN FIRMS
ARE USUALLY DETERMINED ON SUCH PROJECTS BEFORE US
SUPPLIERS CAN LEARN OF THE OPPORTUNITIES, OUR APPROACH
HAS BEEN TO TRY AND ANTICIPATE OPPORTUNITIES AND TO
ATTEMPT TO INTEREST US CONSTRUCTORS AND INVESTORS
RATHER THAN AWAITING FORMULATION OF PROJECTS BY OTHERS.
CURRENT MAJOR EXPORT PROJECT EFFORT BRINGING ADVANCE
TEAM OF 9 COMPANIES WITH DESIGN/CONSTRUCTION AND OPERATING
EXPERTISE IN NITROGEN FERTILIZER PRODUCTION ILLUSTRATES
EFFORT TO ANTICIPATE UNIQUE SUPPLY OPPORTUNITY WHICH
SUCH RESOURCE-RICH COUNTRIES OFFER, AND TO PUT US INDUSTRY
IN FOREFRONT OF OPPORTUNITIES. IN ATTEMPTING TO IDENTIFY
ADDITIONAL AREAS WHERE RESOURCE SHORTAGES CREATE SUCH
OPPORTUNITIES, WE FIND STEEL AND PETROCHEMICALS FIELDS
HERE NOW ALREADY LARGELY PREEMPTED, BUT ONE AREA WHICH
APPEARS AS YET UNDEREXPLOITED IS FOREST PRODUCT

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PAGE 02 JAKART 03015 111026Z

PROCESSING, PARTICULARLY IN PULP PRODUCTION BASED ON

BOTH PINE AND HARDWOODS.

2. IN PREVIOUS MESSAGE WE SUGGESTED THAT LOCATION OF
USDOC MAJOR EXPORT PROJECTS DIVISION REPRESENTATIVE IN
ASIAN REGION COULD ASSIST POSTS WITH IDENTIFICATION OF
SUCH OPPORTUNITIES. AS EXTENSION OF THIS IDEA IN RESOURCE
SHORTAGE CONTEXT, POSSIBLY A SMALL TEAM FROM US
INDUSTRY OF PROJECT DEVELOPMENT EXPERTS HAVING
KNOWLEDGE OF MARKET, SUPPLY AND ALTERNATIVE PRODUCTION
COSTS IN SCARCEST COMMODITIES MIGHT TOUR COUNTRIES
WHERE RAW MATERIALS FOR SUCH COMMODITIES ARE KNOWN TO
EXIST. SUCH TEAM COULD HELP IDENTIFY OPPORTUNITIES
FOR US FIRMS TO DEVELOP PROPOSALS FOR SUCH PROJECTS
BEFORE OTHERS HAVE PREEMPTED THEM, TO GET JUMP ON DESIGN

CONSTRUCTION AND
OPERATOR SERVICE OPPORTUNITIES WITH
VIEW TO PROMOTING EXPORT OF US MATERIALS AND EQUIPMENT
FOR PROJECT REALIZATION. TEAM COULD ALSO HELP FIELD
IDENTIFY US FIRMS PARTICULARLY SUITED TO TYPES OF
OPPORTUNITIES IDENTIFIED.

NEWSOM

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